

# Sales Order

Station: WIBC-FM Agency: KATZ MEDIA GROUP  
 Contract Name: SENATE MAJORITY PAC WIBC-01 Address: 125 WEST 55TH STREET 3RD FL.  
 Contract#: 69454 City: NEW YORK State: NY Zip: 10019  
 Start Date: 10/25/16 End Date: 10/31/16 Buyer: \_\_\_\_\_  
 Revenue Type: NATIONAL POLITICAL Type: Cash Tax Schedule: \_\_\_\_\_ (None)  
 Advertiser: ISSUE (A) Agency Commission %: 15  
 Address: \_\_\_\_\_ Billing Cycle: Standard  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Salesperson: EASTMANPHILADEL Comm %: 8.50  
 Product Name: Senate Majority PAC *IT. Young.com* Makegood Policy: WITHIN CONTRACT DATES  
 Estimate #: na  
 Agency Client Code: na  
 Competitive Code: PO-POLITICAL ISSUES

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$		
1	10/25/16	10/28/16		6:00 AM	10:00 AM	60			3	3	3			9	D	450.00	9	4,050.00	2	
2	10/25/16	10/28/16		10:00 AM	3:00 PM	60			3	3	3			9	D	450.00	9	4,050.00	2	
3	10/25/16	10/28/16		3:00 PM	7:00 PM	60			X	X	X			10	W	450.00	10	4,500.00	3	
4	10/31/16	10/31/16		6:00 AM	10:00 AM	60	2							2	D	450.00	2	900.00	2	
5	10/31/16	10/31/16		10:00 AM	3:00 PM	60	3							3	D	450.00	3	1,350.00	2	
6	10/31/16	10/31/16		3:00 PM	7:00 PM	60	2							2	D	450.00	2	900.00	2	

## Billing Projections: By Month

	Oct 16	Nov 16
CA	15,750.00	0.00
ST	12,600.00	3,150.00

☒ Print Spot Prices
Notes to Traffic: 10/24/16 - KTW MOVED BACK ONEDAY... NO COPY. *HB 10/25/16*TOTAL SPOTS 35GROSS TOTAL \$ 15,750.00ADJUSTED SPOTS 35ADJUSTED TOTAL \$ 15,750.00

APPROVE DECLINE

☐☐

General Manager

☒☐

1361jlon, 10/24/16 @4:58PM

☐☐

National Sales Manager

☐☐

Local Sales Manager

# Sales Order

Station: WIBC-FM Contract#: 0 Agency: KATZ MEDIA GROUP  
 Contract Name: SENATE MAJORITY PAC WIBC Address: 125 WEST 55TH STREET 3RD FL.  
 Proposal#: 49B53D45-9301-4DB8-BC14-4D4C03D7B5A City: NEW YORK State: NY Zip: 10019  
4 Buyer: \_\_\_\_\_  
 Start Date: 10/25/16 End Date: 10/31/16 Tax Schedule: \_\_\_\_\_ (None)  
 Revenue Type: NATIONAL POLITICAL Type: Cash Agency Commission %: 15  
 Advertiser: ISSUE (A) Billing Cycle: Standard  
 Address: \_\_\_\_\_ Salesperson: EASTMANPHILADEL Comm %: 8.50  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Makegood Policy: WITHIN CONTRACT DATES  
 Product Name: Senate Majority PAC  
 Estimate #: na  
 Agency Client Code: na  
 Competitive Code: PO-POLITICAL ISSUES

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	DW	SPOTS		\$\$		
1	10/25/16	10/31/16		6:00 AM	10:00 AM	60		3	2	2	2			9	D	450.00	9	4,050.00		
2	10/25/16	10/31/16		10:00 AM	3:00 PM	60		2	3	2	2			9	D	450.00	9	4,050.00		
3	10/25/16	10/31/16		3:00 PM	7:00 PM	60		2	3	3	2			10	D	450.00	10	4,500.00		
4	10/31/16	10/31/16		6:00 AM	10:00 AM	60	2							2	D	450.00	2	900.00		
5	10/31/16	10/31/16		10:00 AM	3:00 PM	60	3							3	D	450.00	3	1,350.00		
6	10/31/16	10/31/16		3:00 PM	7:00 PM	60	2							2	D	450.00	2	900.00		

## Billing Projections: By Month

	Oct 16	Nov 16
CA	15,750.00	0.00
ST	12,600.00	3,150.00

☒ Print Spot Prices

TOTAL SPOTS \_\_\_\_\_ 35  
 GROSS TOTAL \$ \_\_\_\_\_ 15,750.00  
 ADJUSTED SPOTS \_\_\_\_\_ 35  
 ADJUSTED TOTAL \$ \_\_\_\_\_ 15,750.00

## APPROVE DECLINE

☐ ☐ General Manager  
☐ ☐ Sales Manager  
☐ ☐ National Sales Manager  
☐ ☐ Local Sales Manager

10/24

Oct 24, 16  
 CONT# 30196102 Mod# Ver# 1 (Last = )  
 REP EASTMAN  
 TO WIBC-FM (Indianapolis IN)  
 FM LATONYA CHENAULT  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019  
 BYR Helen Hanratty  
 ADV SENATE MAJORITY PAC  
 PDT Senate Majority PAC  
 FLT Oct 25, 16 - Oct 31, 16

DDS CONT# 0  
 C/P/E: na / na / na  
 SALESPERSON FAX#  
 PH #

\* REP ORDER COMMENT \*

\*\* 10/24/2016 1:53:00 PM: FOR ALL GMMB/WATERFRONT/GREAT AMERICAN MEDIA ORDERS: KATZ MEDIA COLLECTS, CASH-IN-ADVANCE AND AS AN OFFICIAL AGENT ON BEHALF OF OUR REPRESENTED STATIONS, ALL MONIES FOR POLITICAL AND ISSUE BUYS PLACED OUT OF GREER. ONCE YOUR INVOICES ARE RECONCILED WITH OUR ORDERS BY OUR NY BILLING OFFICE, PAYMENT IS SENT TO YOU ONLY FOR WHAT RAN. WE ARE THE ONES RESPONSIBLE FOR REFUNDING UNUSED FUNDS BACK TO THE AGENCY. PAYMENT IS USUALLY DISBURSED WITHIN 45 DAYS OF RECONCILIATION. PLEASE CONFIRM WITH PLEASE NOTE WITH ALL POLITICAL/ISSUE ORDERS THERE IS A 24 HOUR CANCELLATION NOTICE. KEVIN.POLLOCK@KATZRADIOGROUP.COM 215.557.4255

\*\* 10/24/2016 1:53:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST,NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

\*\* 10/24/2016 1:53:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH KEVIN.POLLOCK@KATZRADIOGROUP.COM OR CALL 215-557-4255. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	.T.....	6A - 10A	60	10/25/2016 - 10/25/2016	1D	3	\$450.00	3
	1.2	.T.....	10A - 3P	60	10/25/2016 - 10/25/2016	1D	2	\$450.00	2
	1.3	.T.....	3P - 7P	60	10/25/2016 - 10/25/2016	1D	2	\$450.00	2
				** FLIGHT TOTALS **			7	\$3,150.00	
		<b>FLIGHT 2</b>							
	2.1	..W....	6A - 10A	60	10/26/2016 - 10/26/2016	1D	2	\$450.00	2
	2.2	..W....	10A - 3P	60	10/26/2016 - 10/26/2016	1D	3	\$450.00	3
	2.3	..W....	3P - 7P	60	10/26/2016 - 10/26/2016	1D	3	\$450.00	3
				** FLIGHT TOTALS **			8	\$3,600.00	
		<b>FLIGHT 3</b>							
	3.1	...T...	6A - 10A	60	10/27/2016 - 10/27/2016	1D	2	\$450.00	2
	3.2	...T...	10A - 3P	60	10/27/2016 - 10/27/2016	1D	2	\$450.00	2
	3.3	...T...	3P - 7P	60	10/27/2016 - 10/27/2016	1D	3	\$450.00	3
				** FLIGHT TOTALS **			7	\$3,150.00	

Oct 24, 16  
 CONT# 30196102 Mod# Ver# 1 (Last = )  
 REP EASTMAN

DDS CONT# 0  
 C/P/E: na / na / na

<b>FLIGHT 4</b>									
4.1	....F..	6A - 10A	60	10/28/2016 - 10/28/2016	1D	2	\$450.00	2	
4.2	....F..	10A - 3P	60	10/28/2016 - 10/28/2016	1D	2	\$450.00	2	
4.3	....F..	3P - 7P	60	10/28/2016 - 10/28/2016	1D	2	\$450.00	2	
<b>** FLIGHT TOTALS **</b>						6	\$2,700.00		
<b>FLIGHT 5</b>									
5.1	M.....	6A - 10A	60	10/31/2016 - 10/31/2016	1D	2	\$450.00	2	
5.2	M.....	10A - 3P	60	10/31/2016 - 10/31/2016	1D	3	\$450.00	3	
5.3	M.....	3P - 7P	60	10/31/2016 - 10/31/2016	1D	2	\$450.00	2	
<b>** FLIGHT TOTALS **</b>						7	\$3,150.00		

	<b>Oct 16</b>	<b>Nov 16</b>					
SPOTS	28	7					
CASH	12600.00	3150.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	12600.00	3150.00					

						<b>TOTAL</b>
SPOTS						35
CASH						15,750.00
TRADE						0.00
NSL						0.00
TOTAL						15,750.00

**\*\* Competitive Comments \*\***

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, Mike Furman  
do hereby request station time concerning the following issue:

<u>Senate Majority PAC</u>
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As Ordered			

This broadcast time will be used by: Senate Majority PAC



**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**  
☒ **Yes** ☐ **No**

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable).

Even Gayh  
Todd Young  
US Senate  
Indiana  
General  
Election  
11/9/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Senate Majority PAC 700 13th Street NW Suite 600  
Washington, DC 20001

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Rebecca Lunde, Treasurer  
Susan A. Lee, President  
J.B. Peersich, Secretary

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

8/10/12                      *Mr. R*                      202-338-8700  
Date                                      Signature                                      Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☐ Accepted

☐ Accepted in Part

☐ Rejected

\_\_\_\_\_  
Signature                                      Printed Name                                      Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As Ordered			

**Attach proposed schedule with charges (if available):**

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.